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more prosperous times meant that you saw new books everyday; the smell and the feel of new books is intoxicating. It was like Christmas all the time, opening boxes with surprises of new intriguing books, along the way. Being the first people to see the books and even check them out was great, but mulling through these historic materials was not as appealing at first glance.

Once we began to discover what we had, we were able to provide the cataloging department with materials to catalog and processing work for the acquisitions department as new books were diminishing, but we knew that in a short time all the books would be completed.

So then what?

Gift Model

With the advent of our Institutional Repository (IR) it became obvious that we needed to corner the market on our in-house valuables as well as expand the number of these valuables. Being a **Historical Black University**, many of our archives contain treasures of African American History that we wanted to hold on to. Some treasures include collections from the 1960 sit-in at the Woolworth's lunch counter by four NC A&T freshmen, **First Lady Michelle Obama's** commencement materials, and artifacts of famous alumni such as politician and activist **Jesse Jackson** and **Astronaut Ronald McNair**. Using our archives as basis for discovery, we have formulated new projects to create collections for digital preservation.

While centering our focus on the historical and research value of our archives collection, the idea dawned on us that we should solicit similar items from our alumni, faculty, and our surrounding community. We are now in the preliminary stages of doing just that. We are creating promotional materials to distribute to alumni and engaging faculty to add to our collections. It is our goal that in the coming months and years our gifting will increase in size and quality. In the past the library has always received gifts but they were outdated, damaged, or already-owned works. Occasionally, we received gems, but those were rare when gifting was seen as a way to unload unwanted books onto the library — in some instances for merely a tax exemption. We are attempting to change that commonality. We want our user community to see the library as a place to store donors' valuables, not their refuse.

So, how do you make this happen, presenting the library as new and innovative? Our library now advertises the collections of our institutional repository and uses our display cases for expositions of our historical collections highlighting the legacy of the institution. Doing these two simple tasks initiates the transformation of the library. In the last few months these changes have resulted in more visitors venturing into the library, which is remarkable since the hardest undertaking is getting bodies in the physical library building.

Additional digitation projects and exposition proposals have transitioned technical services to focus more on outside sources of funding that will see these projects through to

against the grain people profile

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Mitchell Brown

BORN AND LIVED: Born in Colorado. Raised in Utah until three then moved to Maracaibo, Venezuela. Later moved to The Hague, Netherlands for elementary school. Returned to Central Texas briefly then middle school and high school in Arvada, Colorado. Undergraduate in Pittsburgh and graduate degree in Austin, Texas. Professional positions in Baton Rouge, LA and Princeton, NJ. Currently living in Costa Mesa, CA and working in Irvine, CA.

PROFESSIONAL CAREER AND ACTIVITIES:

Research Librarian for Chemistry, Earth System Science and Russian Studies at **University of California Irvine** 2005 - present.

Scholarly Communications Coordinator at **University of California Irvine** 2011 - present.

Interim Mathematics, Physics and Astronomy Librarian at **University of California Irvine** 2006-07, 2008, 2012 - present.

Mathematics and Physics Librarian at **Princeton University** 2000-2005.

Plasma Physics Librarian at **Princeton University** 1999-2001.

Head, Chemistry Library at **Louisiana State University** 1994-1999.

FAMILY: Four sisters, four nephews, and one niece. Father retired and living in Huntsville, TX. Mother deceased.

IN MY SPARE TIME: I write short stories and paint with oils.

FAVORITE BOOKS: *Solar*, **Ian McEwan**; *Tale of Two Cities*, **Charles Dickens**; *Love Is a Dog from Hell*, **Charles Bukowski**.

PET PEEVES: California drivers who merge in front and don't signal before changing lanes. Having personal habits that are other people's pet peeves. Sleet and ice storms.

PHILOSOPHY: Seize the day and revel in your time. Build for today and hope for tomorrow.

MOST MEMORABLE CAREER ACHIEVEMENT: Elected President of the **Librarians Association of the University of California (LAUC)** 2011/12. Curating an exhibit of personal papers of 1995 Chemistry Nobel Laureate **F. Sherwood Rowland** for the **University of California Libraries**. The exhibit opened November 18, 2011.

GOAL I HOPE TO ACHIEVE FIVE YEARS FROM NOW:

Transition from print-based collection development to electronic collections for monographs and grey literature.

HOW/WHERE I SEE THE INDUSTRY IN FIVE YEARS:

Electronic distribution of monographs will predominate with the wide-scale adoption of portable readers. Most four-year colleges and universities will offer one-third to one-half of courses as online courses. I see fewer individual or family operations as consolidation of book sellers creates a smaller number of large-scale book selling enterprises. 🌱



fruition. Thusly, we librarians are more dedicated to grant writing to bring new resources to the library and the university. We are involved in several funded projects to digitize significant historic materials such as slave advertisements, historic university newspapers, and other legacy materials with partner institutions in the state. Several grants are being pursued at this time, which will help us work to increase the value of the library's collection.

Conclusion

There is a hard road ahead for technical services as we work to reinvent ourselves in the ever-changing world and find secure footing

amidst constant advances in technology. By focusing on gifting opportunities and external funding sources, acquisitions is transforming its model and workflow. No longer do we spend our days selecting and ordering books. Our transition toward archival curation, preservation, and exposition makes us different, yet the same: we still provide access to materials, but in a more progressive format. We believe this transformation will allow the library to forge and strengthen relationships with the university community, revitalize and build on our archives and special collections, and amplify the breath of our collection. 🌱